

WSOC-TV

Agency Name: Chao Strategy Message & Media

Today's date: 10/30/2012

Advertiser Name: Larry Kissell

Invoice Nbr.: _____

☒ Credit ☐ Debit ☐ Refund ☐ Transfer ☐ OSI Contract #
337253

☐ Agency # ☐ Advertiser # ☐ Order Type

Date Aired: _____

Time Aired: _____

A/E Name: Andrea Moore

A/E Number: _____

Ntl. Rep Nbr: _____

Billed at Rate: _____

Corrected Rate: _____

Gross Credit/Debit: \$1,075.00

Net Credit/Debit: \$913.75

REASON FOR ADJUSTMENT:

SALES

- ☐ Agency Commission Adj.
- ☐ Sales Ordering Error
- ☐ Makegood Error
- ☐ Rate Adjustment
- ☐ Telerep Ordering Error
- ☐ Telerep Makegood Error
- ☐ Spots Double Ordered

OTHER

- ☐ Carting Error
- ☐ Technical Difficulty
- ☐ Network Overrun
- ☐ Invoice Billing Error
- ☐ Computer Conv. Error
- ☐ Production Billing Adj.
- ☐ Internet

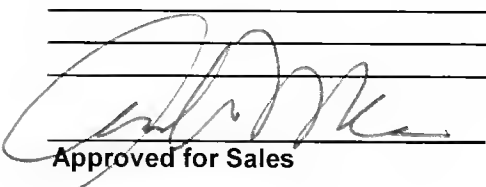
TRAFFIC

- ☐ Product Conflict
- ☐ Poor Rotation
- ☐ Incorrect Media
- ☐ Outside Time Period
- ☐ Order Entry Error

EXPLANATION:

Credit due to rebate for the week of 10/22 - Money is being re-spent

11/6 Tu 7-8a 1x \$1075


Approved for Sales

Approved for Accounting



WSOC-TV

WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell
1322 G Street, SE
Washington, DC 20003

Contract # 337253

Schedule Dates 10/18/12-11/06/12
Advertiser Larry Kissell for Congress (9216)
Agency Chao Strategy Message & Media (5389)
Product Political - Federal Candidate (1067)
Brand 1774 CONGRESS (139852)
Salesperson Telerep/Philadelphia, Philadelphia (1057)
Sales Office Telerep/Philadelphia
Buyer Name CERTO, MICHELE
Phone/Fax /
CPE 259/271/1774
Account Types National/Political
Billing Type Standard
Comments KISSELL FOR CONGRESS
***** THIS IS A CASH IN ADVANCE SCHEDULE *****

Date Entered 10/17/12
Last Modified 11/05/12
Entered By Jill Hipskind
CO-OP No
Headline # 06379821
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$4,082.25
Net Total \$23,132.75
Sales Tax

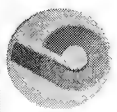
Charlotte (WSOC)
By Broadcast Month
Oct. 2012 21 \$24,500.00
Nov. 2012 2 \$2,715.00
Grand Total: 23 \$27,215.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / Spot	10/19/12-10/19/12	4	:30	6P-6:30P (EST)								1	1	\$1,500.00	\$1,500.00	Charlotte (WSOC)	EYEWIT NWS 6	10/17/12
2.0	Normal Line / Spot	10/19/12-10/19/12	3	:30	7P-7:30P (EST)								1	1	\$1,600.00	\$1,600.00	Charlotte (WSOC)	REVISED RATE, INSIDE EDITION	10/17/12
3.0	Normal Line / Spot	10/19/12-10/19/12	4	:30	7A-8A (EST)								1		\$1,075.00		Charlotte (WSOC)	REVISED RATE, GO HRN AMR-ABC	10/17/12
4.0	Normal Line / Spot	10/22/12-10/22/12	4	:30	11P-11:35P (EST)									1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/17/12
5.0	Normal Line / Spot	10/22/12-10/22/12	4	:30	6A-7A (EST)									1	\$1,175.00	\$1,175.00	Charlotte (WSOC)	REVISED RATE, EYE NWS DAYBRK	10/17/12
6.0	Normal Line / Spot	10/22/12-10/22/12	3	:30	7P-7:30P (EST)									1	\$1,600.00	\$1,600.00	Charlotte (WSOC)	REVISED RATE, INSIDE EDITION	10/17/12
7.0	Normal Line / Spot	10/20/12-10/20/12	5	:30	7A-8A (EST)								2	2	\$325.00	\$650.00	Charlotte (WSOC)	EYE NW SA MRN2	10/17/12
8.0	Normal Line / Spot	10/21/12-10/21/12	4	:30	11P-11:35P (EST)								1	1	\$1,300.00	\$1,300.00	Charlotte (WSOC)	EYEWIT NWS 11<	10/17/12
9.0	Normal Line / Spot	10/21/12-10/21/12	5	:30	7A-8A (EST)								1	1	\$300.00	\$300.00	Charlotte (WSOC)	EYE NW SU MRN2	10/17/12
10.0	Normal Line / Spot	10/18/12-10/18/12	4	:30	11P-11:35P (EST)								1	1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/17/12
11.0	Normal Line / Spot	10/18/12-10/18/12	4	:30	6P-6:30P (EST)								1	1	\$1,500.00	\$1,500.00	Charlotte (WSOC)	EYEWIT NWS 6	10/17/12

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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WSOC-TV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with this station whether verbal or written.



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Charlotte, NC 28206-2700

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Chao Strategy Message & Media

Attn: Kissell

1322 G Street, SE
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Contract # 337253

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Agency Chao Strategy Message & Media (5389)

Product Political - Federal Candidate (1067)

Brand 1774 CONGRESS (139852)

Salesperson Telerep/Philadelphia, Philadelphia (1057)

Sales Office Telerep/Philadelphia

Buyer Name CERTO,MICHELE

Phone/Fax /

Date Entered 10/17/12

Last Modified 11/05/12

Entered By Jill Hipskind

CO-OP No

Headline # 06379821

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$4,082.25

Net Total \$23,132.75

Sales Tax

Charlotte (WSOC)
By Broadcast Month

Spots Rate

Oct. 2012 21 \$24,500.00

Nov. 2012 2 \$2,715.00

Grand Total: 23 \$27,215.00

Billing Type Standard

Comments KISSELL FOR CONGRESS

***** THIS IS A CASH IN ADVANCE SCHEDULE *****

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12.0	Normal Line / Spot	10/18/12-10/18/12	4	:30	6A- 7A (EST)					1				1	\$1,175.00	\$1,175.00	Charlotte (WSOC)	REVISED RATE, EYE NWS DAYBRK	10/17/12
13.0	Normal Line / Spot	10/23/12-10/23/12	4	:30	6P- 6:30P (EST)		1							1	\$1,500.00	\$1,500.00	Charlotte (WSOC)	EYEWIT NWS 6	10/17/12
14.0	Normal Line / Spot	10/23/12-10/23/12	4	:30	7A- 8A (EST)		1							1	\$1,075.00	\$1,075.00	Charlotte (WSOC)	REVISED RATE, GD MRN AMR-ABC	10/17/12
15.0	Normal Line / Spot	10/24/12-10/24/12	4	:30	11P- 11:35P (EST)		1							1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/17/12
16.0	Normal Line / Spot	10/24/12-10/24/12	4	:30	6P- 6:30P (EST)		1							1	\$1,500.00	\$1,500.00	Charlotte (WSOC)	EYEWIT NWS 6	10/17/12
17.0	Normal Line / Spot	10/24/12-10/24/12	4	:30	6A- 7A (EST)		1							1	\$1,175.00	\$1,175.00	Charlotte (WSOC)	REVISED RATE, EYE NWS DAYBRK	10/17/12
18.0	Normal Line / Spot	10/24/12-10/24/12	4	:30	7P- 7:30P (EST)		1							1	\$1,600.00	\$1,600.00	Charlotte (WSOC)	REVISED RATE, INSIDE EDITION	10/17/12
19.0	Normal Line / Spot	10/24/12-10/24/12	4	:30	7A- 8A (EST)		1							1	\$1,075.00	\$1,075.00	Charlotte (WSOC)	REVISED RATE, GD MRN AMR-ABC	10/17/12
20.0	Normal Line / Spot	10/20/12-10/20/12	4	:30	11:30P- 12A (EST)							1		1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	ADD., NEWS	10/17/12
21.0	M/G For 3.0.1 / Spot	10/22/12-10/22/12	4	:30	7A- 8A (EST)		1							1	\$1,075.00	\$1,075.00	Charlotte (WSOC)	REVISED RATE, GD MRN AMR-ABC	10/18/12
22.0	Normal Line / Spot	10/30/12-10/30/12	2	:30	7P- 7:30P (EST)		1							1	\$1,640.00	\$1,640.00	Charlotte (WSOC)		10/30/12

CONFIRMATION CONTRACT

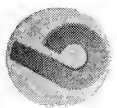
Date:

Accepted Station:

Date:

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21

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23.0	Normal Line / Spot	11/06/12-11/06/12	3	:30	7A- 8A (EST)	1		X						1	\$1,075.00	\$1,075.00	Charlotte (WSOC)		11/5/12
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